

Argentina Jobs Expertini®

Contracting Specialist Senior Manager - US Client

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Company: PwC Argentina

Location: Olivos

Category: arts-design-entertainment-sports-and-media

Description

Line of Service

Internal Firm Services

Industry/Sector

Not Applicable

Specialism

IFS - Internal Firm Services - Other

Management Level

Senior Manager

Job Description & Summary

A career in PwC's One Firm Risk Organization (OFRO) provides the opportunity to develop, interpret, inform and monitor areas of risk management which includes: internal and external risk management policies, contracting, independence, quality, compliance and related technology. OFRO supports PwC's market facing activities by enabling client engagement teams to more effectively assess and manage risks in order to facilitate the profitable delivery of our products and services.

Our Contracting Center of Excellence consults and aligns on risk management positions, provides input and information on fully executed and in-negotiation contracts, coordinates with other risk management teams on responses to engagement team inquiries and connects risk management teams with relevant in house counsel colleagues.

To really stand out and make us fit for the future in a constantly changing world, each and every one of us at PwC needs to be an authentic and inclusive leader, at all grades/levels and in all lines of service. To help us achieve this we have the PwC Professional; our global leadership development framework. It gives us a single set of expectations across our lines, geographies and career paths, and provides transparency on the skills we need as individuals to be successful and progress in our careers, now and in the future.

As a Senior Manager, you'll work as part of a team of problem solvers, helping to solve complex business issues from strategy to execution. PwC Professional skills and responsibilities for this management level include but are not limited to:

Take action to ensure everyone has a voice, inviting opinion from all.

Establish the root causes of issues and tackle them, rather than just the symptoms.

Initiate open and honest coaching conversations at all levels.

Move easily between big picture thinking and managing relevant detail.

Anticipate stakeholder needs, and develop and discuss potential solutions, even before the stakeholder realises they are required.

Develop specialised expertise in one or more areas.

Advise stakeholders on relevant technical issues for their business area.

Navigate the complexities of global teams and engagements.

Build trust with teams and stakeholders through open and honest conversation.

Uphold the firm's code of ethics and business conduct.

Minimum Years of Experience 6 year(s) with a minimum of 5 years experience related to managing contract negotiations of increasing complexity.

Preferred Qualifications:

Degree Preferred Juris Doctorate

Preferred Knowledge/Skills: Contract Specialists negotiate risk, legal, and commercial terms in services contracts with PwC's clients (sell-side contracts, not procurement). Contract Specialists collaborate with OFRO risk management and PwC business teams to (1) evaluate contract and related performance risks, (2) educate stakeholders and clients on contract

provisions, (3) redline/negotiate contracts with clients' procurement, legal and outside counsel, and (4) develop internal controls to ensure contract compliance. A successful application for this position will demonstrate intimate knowledge and/or a proven record of success in the following technical areas:

Leading the substantive negotiation of complex commercial contracts;

Reviewing and redlining detailed risk, legal and commercial contract terms;

Developing a deep understanding of professional service offerings, performance details, and related business strategy (experience with large-scale technology companies, technology-driven consulting projects or other cloud and transformation projects, including, without limitation, system implementation, cloud migration, and/or digital transformation, is desired but not required);

Exercising an entrepreneurial, problem-solving mentality and autonomy in managing contract negotiations;

Explaining contract terms and positions in a collaborative manner to both internal stakeholders and external contract parties;

Driving process improvement by analyzing current contracting approaches and processes and improving contracting efficiency and overall experience;

Respecting and maintaining confidentiality of client, staff, and firm information; and

Navigating basic independence and other regulatory issues related to audit firms.

A successful applicant will also demonstrate intimate abilities and/or a proven record of success in the following areas of business acumen:

Identifying and addressing stakeholder needs;

Building, maintaining, and utilizing networks of relationships;

Creating an atmosphere of trust and seeking diverse views to encourage improvement and innovation;

Anticipating and proactively facilitating quick resolution of issues;

Communicating in a way that influences individuals of all levels to accomplish collective

goals;

Building and maintaining trust-based relationships with stakeholders and clients;

Meeting critical deadlines and exercising flexibly on priorities as needed; and Proactively issue spotting and acting independently to drive workstreams and projects forward.

Todos los candidatos calificados serán considerados para trabajar en PwC sin importar etnia; credo; color; religión; nacionalidad; edad; discapacidad ; orientación sexual; identidad o expresión de género; predisposición genética o condición de portador; estado civil, o cualquier otra condición protegida por la ley. PwC se enorgullece de ser una organización inclusiva y brindar igualdad de oportunidades. All qualified applicants will receive consideration for employment at PwC without regard to ethnicity; creed; color; religion; national origin; age; disability; sexual orientation; gender identity or expression; genetic predisposition or carrier status; marital; or any other status protected by law. PwC is proud to be an inclusive organization and equal opportunity employer.

Education (if blank, degree and/or field of study not specified)

Degrees/Field of Study required:Degrees/Field of Study preferred:

Certifications (if blank, certifications not specified)

Required Skills

Optional Skills

Desired Languages(If blank, desired languages not specified)

English

Travel Requirements

Not Specified

Available for Work Visa Sponsorship?

No

Government Clearance Required?

No

Job Posting End Date

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